VibePlan

AI Essentials

Practical Tools for Financial Advisors

By Dave Faulkner, CLU, CFP

Founder: Dave Faulkner, CLU, CFP



I stumbled into financial services in 1978 after being laid off, with a wife, a baby, and no plan. Since then I have co-founded two fintech companies, **FP Solutions** and **RazorPlan**, both helped advisors raise their game and made financial planning a little less painful.

Now with **VibePlan**, my third startup and clear proof that I am not very good at retiring, I am using generative AI to bring smarter, more personal, and unbiased advice to everyone. My mission is simple: every client deserves a plan that actually vibes with their life, and every advisor deserves the tools to make that easier.

I'm driven by ethics, innovation, and the radical belief that money conversations don't have to make people's eyes glaze over. In fact, my hope is that by the time we're finished, you'll be more energized about the future of financial advice than when we started.

A Quick Word Before we Dive in

🤖 **This session is for information and inspiration only** → not specific investment, tax, or legal advice.

🚀 **AI moves faster than a trader on meme stocks** → what's true today may be outdated tomorrow.

🕵️ **Your compliance department is your best friend** → yes, really… go give them a donut and ask first.

🎯 **Use responsibly** → these tools are here to enhance your practice, not replace your professional judgment.

In short: AI is cool, but **YOU'RE still the advisor**. Stay compliant, stay ethical, and let the robots do the boring stuff.

VibePlan

NEVER DO THIS WITH PUBLIC-ACCESS AI

- Share confidential client data 🚫
- Trust outputs without fact-checking ❌
- Treat AI as a compliance shortcut ⚖️
- Assume it captures human judgment 🤔

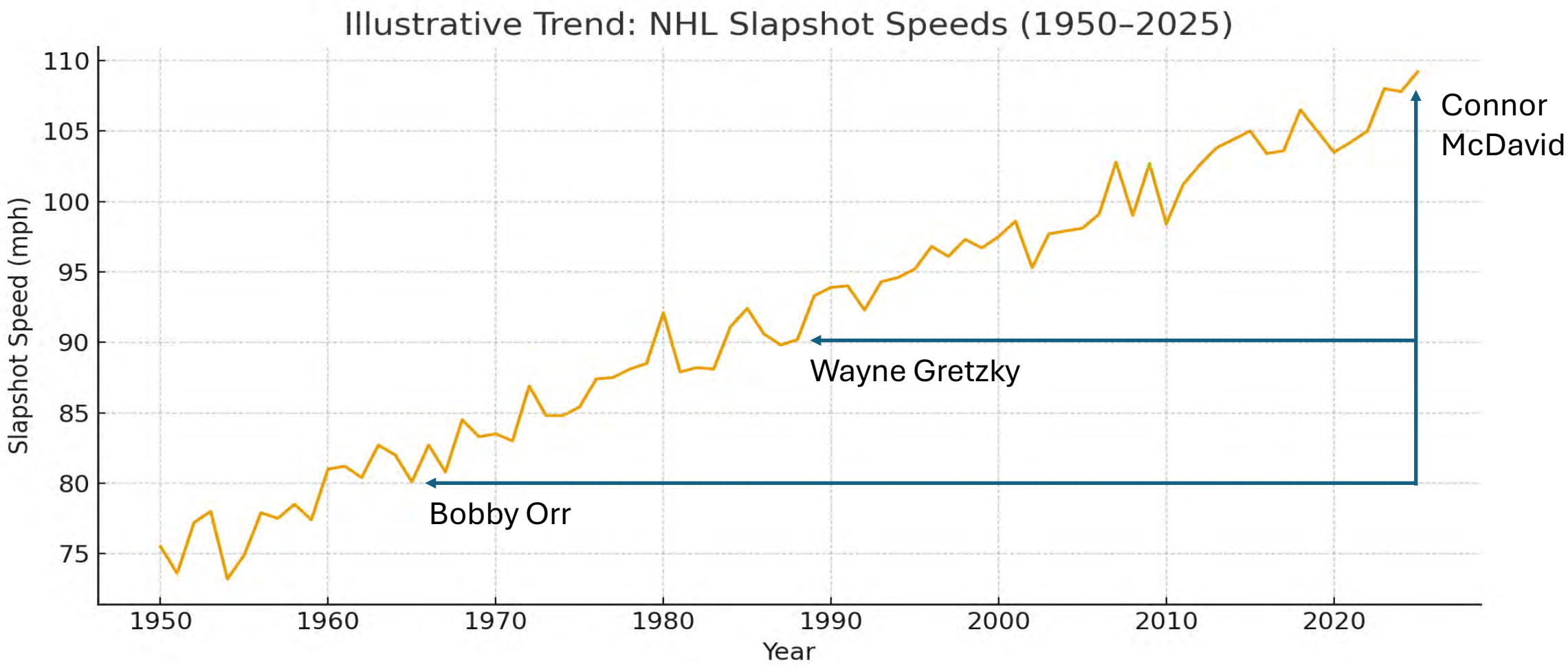
VibePlan

Safe Ways to Use Public-Access AI

- Brainstorm fresh ideas 💡
- Draft non-client content ✍️
- Summarize public info 📄
- Practice & learn skills 📚



The Impact of Technology

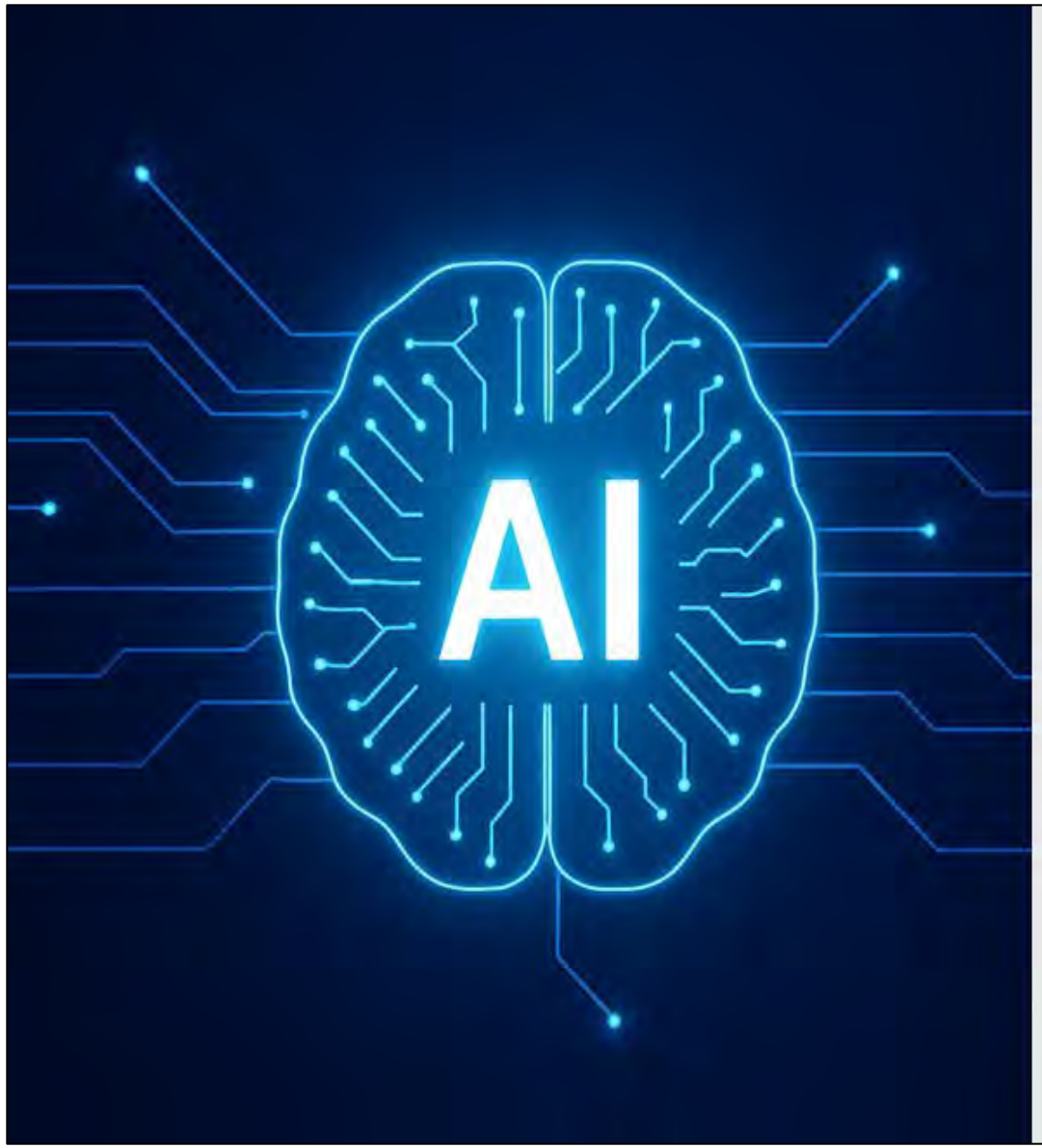




Good players skate to the puck. Great players skate to where the puck is going to be.

— Wayne Gretzky —

AZ QUOTES

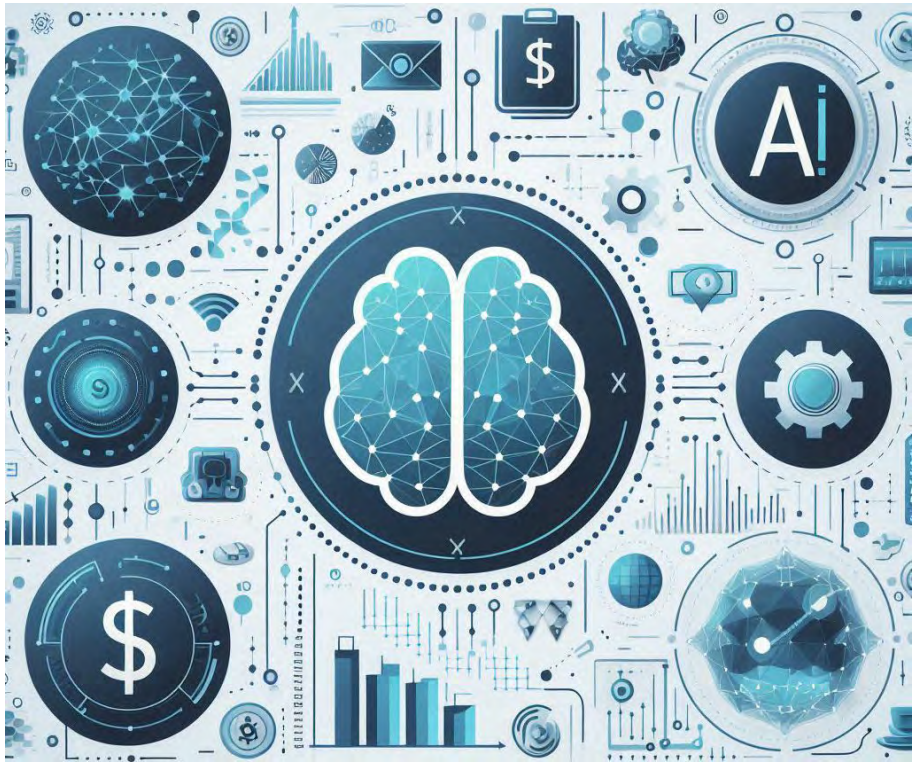


"Winning with AI comes down to one thing: first-mover advantage.

VibePlan

AGENDA

- Information & Search
- Research & Content
- Documents & Summaries
- Financial Planning & Advice



INFORMATION & SEARCH



VibePlan

Perplexity for Search

- **Solutioning**: How do I [*describe what you need help with*]

- **Research**: I need information on [*describe the topic*]

- **Investigation**: I need background on [*name of person*]

- **Compliance**: What are my responsibilities [*describe situation*]





Home



Discover



Spaces





Account



Upgrade



Install

perplexity

Write a description for a PowerPoint slide. Explain to a group of 'non-AI' users what Perplexity.ai can do. Keep your response under 100 words and explain it to me using sarcasm.















Share

Write a description for a PowerPoint slide. Explain to a group of 'non-AI' users what Perplexity.ai can do. Keep your response under 100 words and explain it to me using sarcasm.

Answer Search

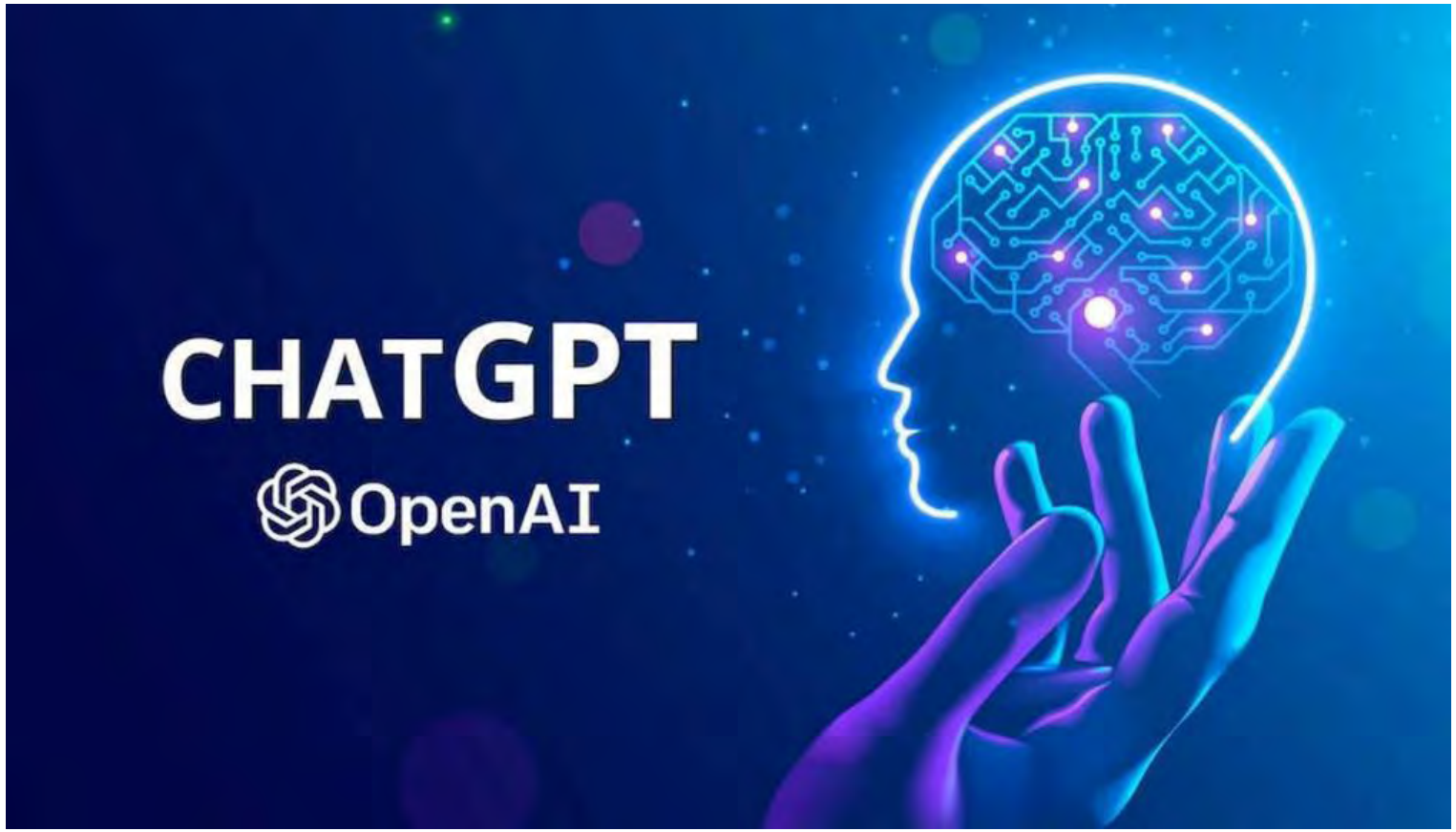
Perplexity.ai is like having a know-it-all friend who actually enjoys answering your questions—instantly. Want facts, summaries, or explanations? Boom, done. No need to sift through endless websites or pretend you know what a "large language model" is. Just ask, and voilà, your AI genie delivers a neat, human-friendly answer. It's basically a search engine that doesn't make you want to smash your computer. Perfect for anyone who'd rather spend time doing literally anything else.

Share Export Rewrite

Ask a follow-up...

Home
Discover
Spaces
Account
Upgrade
Install

RESEARCH & CONTENT



VibePlan

CHATGPT FOR CHAT

- **Emails**: Quickly generate personalized, professional messages.

- **Content**: Create articles, newsletters, or social media posts.

- **Research**: Summarize complex topics for client meetings.

- **Brainstorming**: Explore new ways to engage with clients.

ChatGPT

Get Plus

What are you working on?

You are an instance of ChatGPT from the year 2035. You have come to 2025 to deliver the Keynote address on the Future of Financial Advice. You are introducing yourself to a group of Financial Advisors that have not yet embraced AI. Keep your response to approximately 100 words.

You are an instance of ChatGPT from the year 2035. You have come to 2025 to deliver the Keynote address on the Future of Financial Advice. You are introducing yourself to a group of Financial Advisors that have not yet embraced AI. Keep your response to approximately 100 words.

Good morning, I'm ChatGPT—an AI from the year 2035, visiting you a decade early. I've witnessed how financial advice has transformed when human expertise and artificial intelligence truly partner. In my time, advisors who harness AI don't just automate tasks; they deepen relationships, uncover insights in real time, and guide clients through volatility with unprecedented clarity. Today, you stand at the threshold of that future. The next decade isn't about replacing advisors—it's about amplifying your wisdom and scaling trust. Together, we can shape a financial landscape where technology frees you to focus on what matters most: human connection and impact.

Is this conversation helpful so far?

What steps should I be taking today to take advantage of AI in my practice?

ChatGPT can make mistakes. Check important info. See Cookie Preferences.

What steps should I be taking today to take advantage of AI in my practice?

Here are practical steps to start weaving AI into your advisory practice today:

1. **Clarify Your Goals** – Identify pain points: client onboarding, market research, portfolio monitoring, or communications. Target AI where it adds immediate value.
2. **Leverage Existing Tools** – Explore AI features already in your CRM, financial planning, and portfolio management platforms. Most leading vendors now embed AI assistants.
3. **Experiment with Generative AI** – Use tools like ChatGPT for drafting client emails, simplifying complex market updates, or creating educational content—always reviewing for compliance.
4. **Invest in Data Hygiene** – Ensure client data is accurate, secure, and well-structured; AI's value depends on clean inputs.
5. **Stay Compliant** – Work with your compliance team to set clear policies for AI use and maintain audit trails.
6. **Upskill Your Team** – Offer training on prompt-writing, data interpretation, and ethical AI practices.
7. **Start Small, Measure Impact** – Pilot one process, track time saved or client engagement, and scale what works.

These early steps build confidence and position you to adopt more advanced AI capabilities as they mature.

Here's a concise **3-month roadmap** to begin adopting AI in a financial advisory practice.
It assumes a small–mid-size firm and can be scaled as needed.

Month 1 – Assess & Prepare

Objectives: Identify opportunities, build the foundation.

- **Map pain points:** Client onboarding, report generation, market research, marketing content.
- **Audit data & systems:** Check data accuracy, security, and integration across CRM, portfolio, and planning tools.
- **Research vendors:** Compare AI-enabled CRMs, portfolio platforms, and generative AI tools.
- **Compliance alignment:** Meet with your compliance officer to set AI usage policies and disclosure guidelines.

Month 2 – Pilot & Train

Objectives: Test AI in low-risk areas.

- **Select one pilot process:** e.g., AI-assisted client communications or investment commentary.
- **Deploy small-scale tools:** Use built-in AI features of your existing platforms or secure, compliant generative AI (like a private ChatGPT workspace).
- **Team workshops:** Teach prompt-crafting, review ↓ AI outputs, and ethical considerations.
- **Gather metrics:** Time saved, accuracy, client feedback.

Ask anything

ChatGPT can make mistakes. Check important info. See Cookie Preferences.

Month 2 – Pilot & Train

Objectives: Test AI in low-risk areas.

- **Select one pilot process:** e.g., AI-assisted client communications or investment commentary.
- **Deploy small-scale tools:** Use built-in AI features of your existing platforms or secure, compliant generative AI (like a private ChatGPT workspace).
- **Team workshops:** Teach prompt-crafting, reviewing AI outputs, and ethical considerations.
- **Gather metrics:** Time saved, accuracy, client feedback.

Month 3 – Integrate & Scale

Objectives: Embed successful use cases and plan next steps.

- **Evaluate pilot results:** ROI, compliance adherence, client response.
- **Expand to other areas:** Automated scheduling, personalized portfolio insights, marketing campaigns.
- **Refine policies:** Update documentation on AI governance and audit trails.
- **Plan next phase:** Consider advanced analytics (predictive modeling, risk analysis) and deeper data integrations.

Tip: Keep each phase iterative—learn, document, and improve. By the end of 90 days, you'll have measurable wins and a clear framework for scaling AI across your practice.

Ask anything

ChatGPT can make mistakes. Check important info. See Cookie Preferences.

Documents & Summaries



VibePlan

NOTEBOOK LM FOR DOCUMENTS

- **Chat**: Upload documents, websites, videos and more.

- **Overview**: Create explainer videos, podcasts and more.

- **Reports**: Interactive study guides, FAQs, Mind Maps and more.

- **Gemini**: Multimodal AI assistant from Google.

Untitled notebook

Share Settings

Sources

+ Add Discover

Saved sources will appear here
Click Add source above to add PDFs, websites, text, videos, or audio files. Or import a file directly from Google Drive.

Chat

Add a source to get started

Upload a source

Upload a source to get started 0 sources

NotebookLM can be inaccurate; please double check its responses.

Studio

Audio Overview

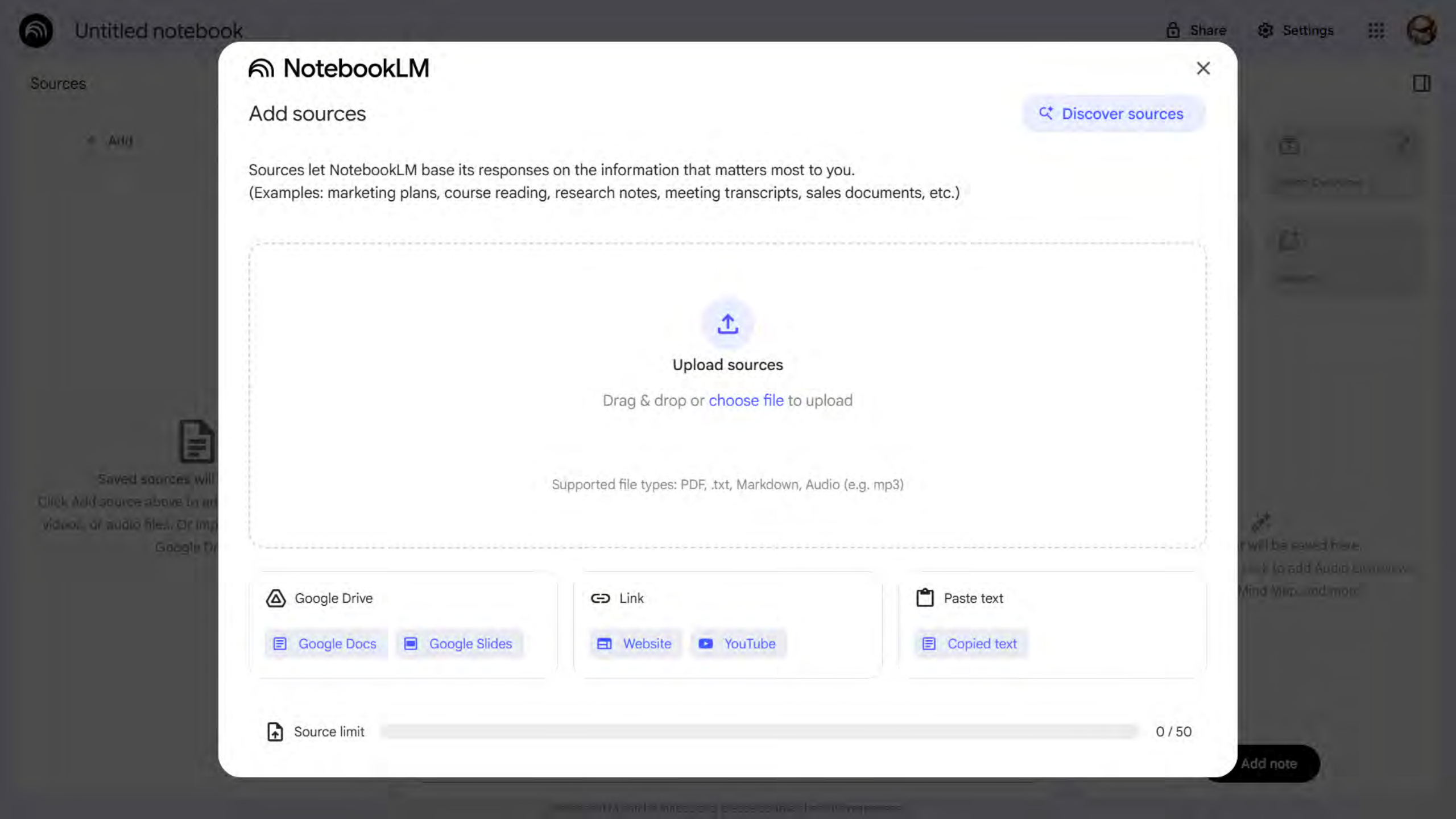
Video Overview

Mind Map

Reports

Studio output will be saved here.
After adding sources, click to add Audio Overview, Study Guide, Mind Map, and more!

Add note


Untitled notebook
Share
Settings
Sources
Add
NotebookLM
Add sources
Discover sources
Sources let NotebookLM base its responses on the information that matters most to you.
(Examples: marketing plans, course reading, research notes, meeting transcripts, sales documents, etc.)
Upload sources
Drag & drop or choose file to upload
Supported file types: PDF, .txt, Markdown, Audio (e.g. mp3)
Google Drive
Google Docs
Google Slides
Link
Website
YouTube
Paste text
Copied text
Source limit
0 / 50
Add note

Untitled notebook
Share
Settings
Sources
Add
Saved sources will
Upload a source to get started
Add note

NotebookLM

Website URLs

Paste in Web URLs below to upload as sources in NotebookLM.

Paste URLs*

https://www.kitces.com/blog/ai-tools-human-advisor-man-machine-strength-client-outcomes-financial-advice-smarter-value/

Notes

- To add multiple URLs, separate with a space or new line.
- Only the visible text on the website will be imported.
- Paid articles are not supported.

Insert

Sources

+ Add Discover

Select all sources

Blend AI Into Your Firm By Understanding...

Chat

The Cyborg Advisor: Blending AI and Human Financial Wisdom

1 source

The source discusses the **integration of artificial intelligence (AI) into financial advisory firms**, emphasizing a "cyborg advisor" model where **AI augments human capabilities rather than replacing them.** It explores the **strengths of AI in areas like data analysis and computational efficiency**, contrasting these with the **unique human advantage in understanding client values and emotional nuances** in financial decision-making. The article highlights how **human advisors excel at navigating the entanglement of beliefs and values** and building trust through empathy, tasks that AI struggles with. Finally, it examines **which industry software platforms, such as CRMs or financial planning software, are best positioned to become the central AI interface** for advisors, acknowledging the challenges and opportunities in this evolving landscape.

Save to note

Add note Audio Overview Mind Map

Start typing... 1 source

How can AI effectively augment human financial advisors, rather than replace them, in a "cyb

Studio

Audio Overview Video Overview

Mind Map Reports

Studio output will be saved here.
After adding sources, click to add Audio Overview, Study Guide, Mind Map, and more!

Add note

NotebookLM can be inaccurate; please double check its responses.

Sources

+ Add Discover

Select all sources

Blend AI Into Your Firm By Understanding...

Chat

The Cyborg Advisor: Blending AI and Human Financial Wisdom

1 source

The source discusses the **integration of artificial intelligence (AI) into financial advisory firms**, emphasizing a "cyborg advisor" model where **AI augments human capabilities rather than replacing them**. It explores the **strengths of AI in areas like data analysis and computational efficiency**, contrasting these with the **unique human advantage in understanding client values and emotional nuances** in financial decision-making. The article highlights how **human advisors excel at navigating the entanglement of beliefs and values** and building trust through empathy, tasks that AI struggles with. Finally, it examines **which industry software platforms, such as CRMs or financial planning software, are best positioned to become the central AI interface** for advisors, acknowledging the challenges and opportunities in this evolving landscape.

Save to note

Add note Audio Overview Mind Map

Start typing... 1 source

How can AI effectively augment human financial advisors, rather than replace them, in a "cyb

Studio

Audio Overview Video Overview

Mind Map Reports

Cyborg Advisor Sweet Spot
1 source · 5d ago

The Cyborg Advisor:...
1 source · 5d ago

The Cyborg Advisor: AI and Human...
Study Guide · 1 source · 5d ago

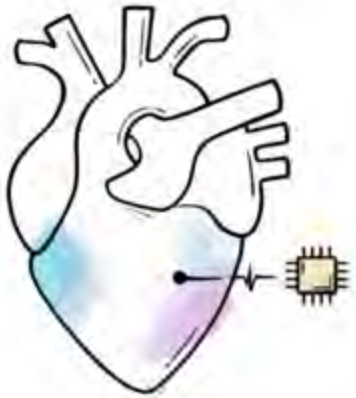
Blending AI into Financial Advisory...
1 source · 5d ago

Add note

NotebookLM can be inaccurate; please double check its responses.

NotebookLM

Cyborg Advisor Sweet Spot



FINANCIAL PLANNING & ADVICE



VibePlan

US$395



CA$2,000/y



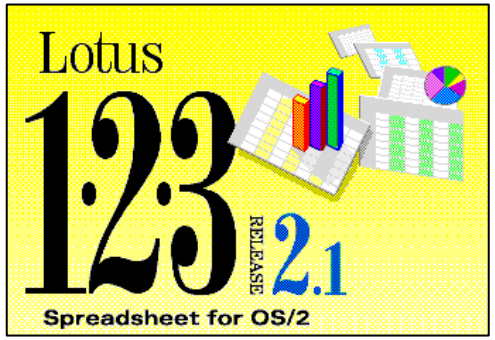
Free



Paper | **Complexity** | ChatGPT

1978 | **1983** | **1993** | **2012** | **2023** | **2025**

Spreadsheets | **Simplicity** | **Age of AI**



US$495



CA$1,000/y



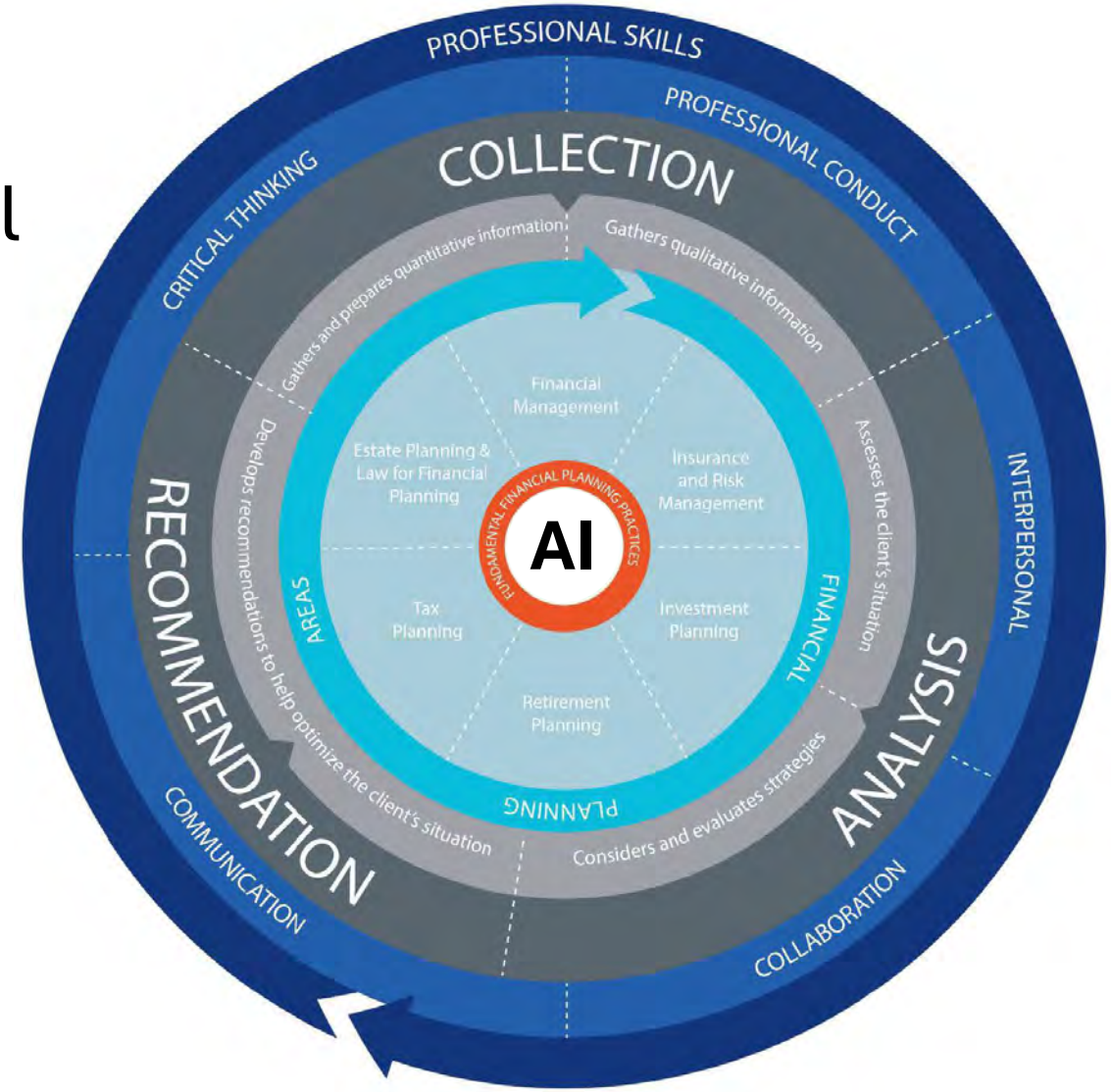
VibePlan

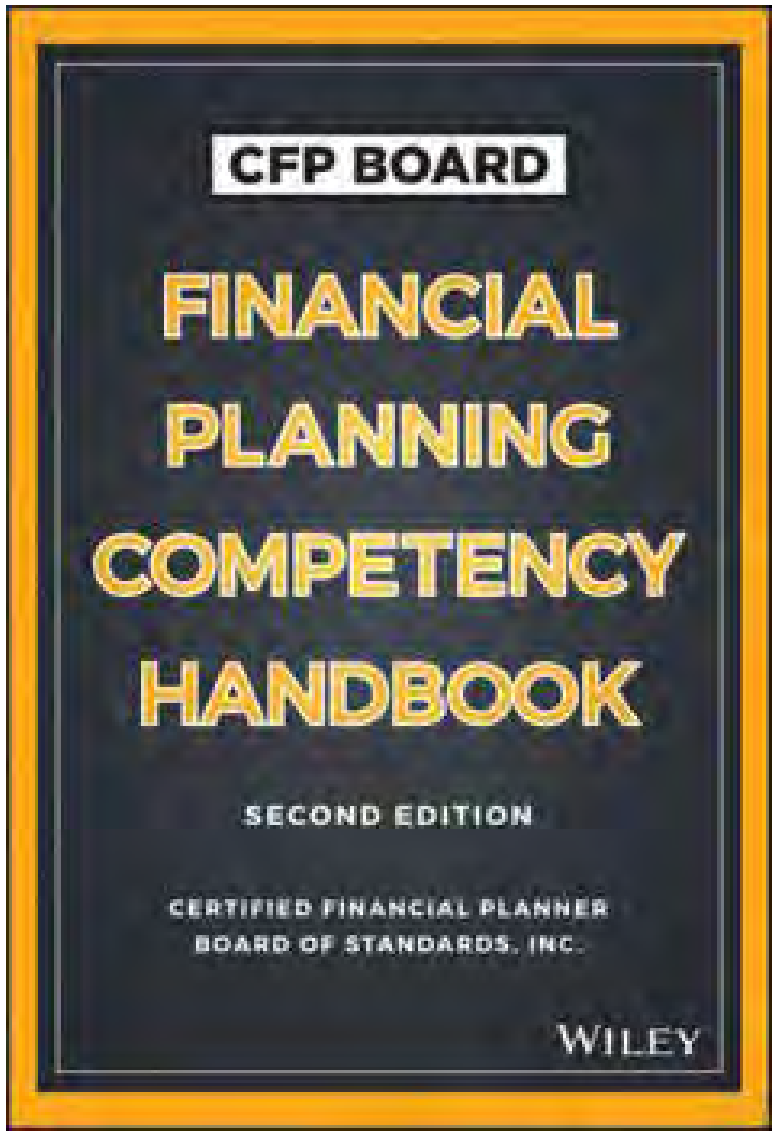
What does financial planning & advice look like in the Age of AI?

VibePlan

FP Canada Standards Council

Competency Profile





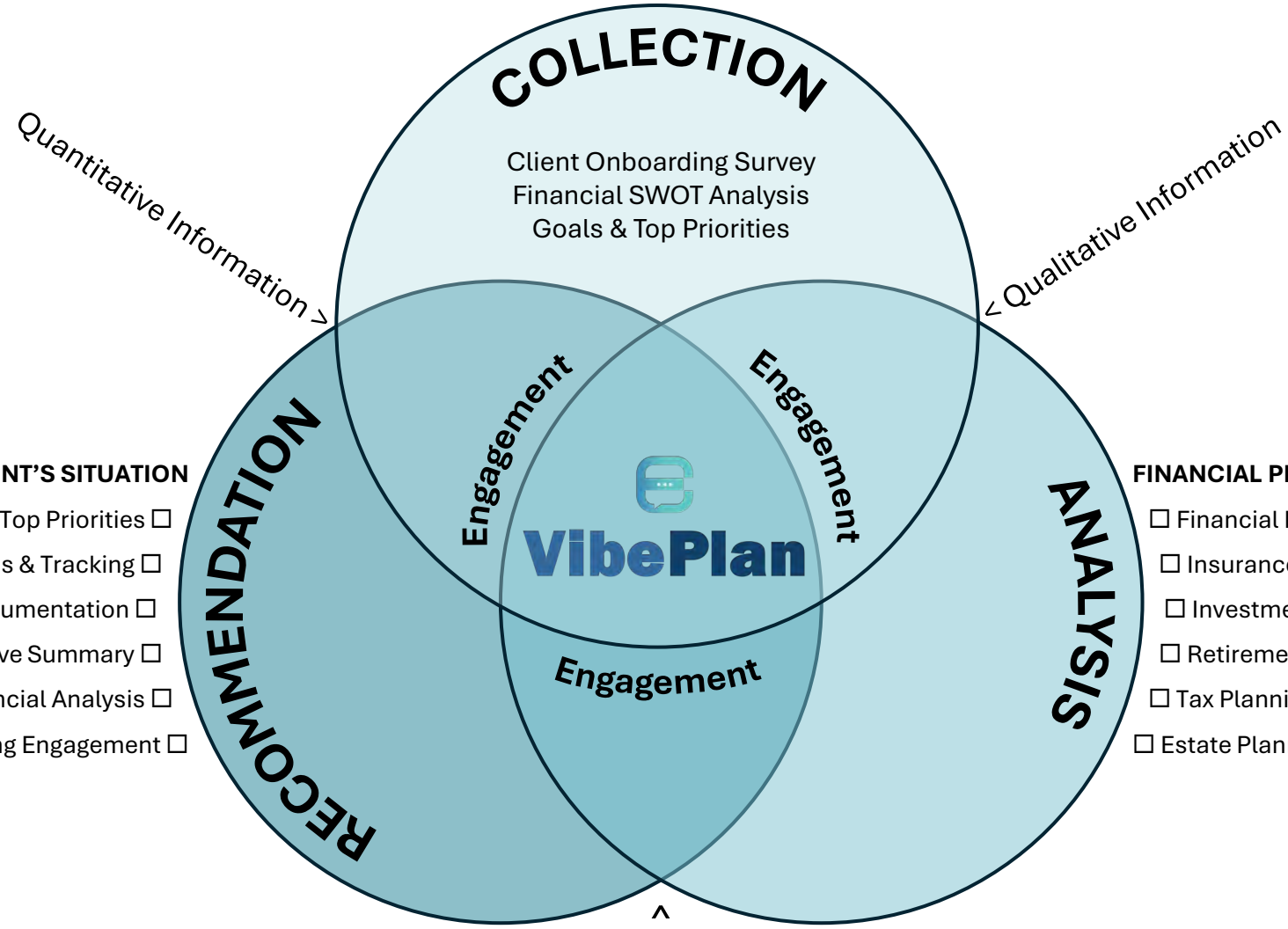
944 pages with 88 chapters mapped to 72 topic areas.

VibePlan

We have reinvented financial planning — again!


CHALLENGES FACING
INDEPENDENT ADVISORS
– Fragmented regulations
– Compliance documentation
– Fee compression
– Confusion around AI privacy
– Product complexity & suitabi
– Advisor succession planni

VibePlan



OPTIMIZE THE CLIENT'S SITUATION

- Confirmation of Top Priorities ☐
- Recommendations & Tracking ☐
- Record Keeping & Documentation ☐
- Reason Why Letter & Executive Summary ☐
- Research and Financial Analysis ☐
- Financial Coach AI for Ongoing Engagement ☐

FINANCIAL PLANNING AREAS

- ☐ Financial Management
- ☐ Insurance & Risk Management
- ☐ Investment Planning
- ☐ Retirement Planning
- ☐ Tax Planning
- ☐ Estate Planning

TLDR



What Our Users are Saying

As someone who has been in the financial services industry for 32 years now, I have never seen anything like this. **The VibePlan client intake questionnaire you put together is an absolute game-changer!** Clients and prospects are filling it out within 24 hours of receiving it, which is something I have rarely seen before. As you know, most questionnaires drag on for weeks and often come back incomplete or not at all. **This is a massive leap forward for both client engagement and practice efficiency**, and it's all thanks to your thoughtful design and execution of VibePlan.

Aaron Fransen, CFP®, CHS, MFA™, EPC®
FRANSEN FINANCIAL

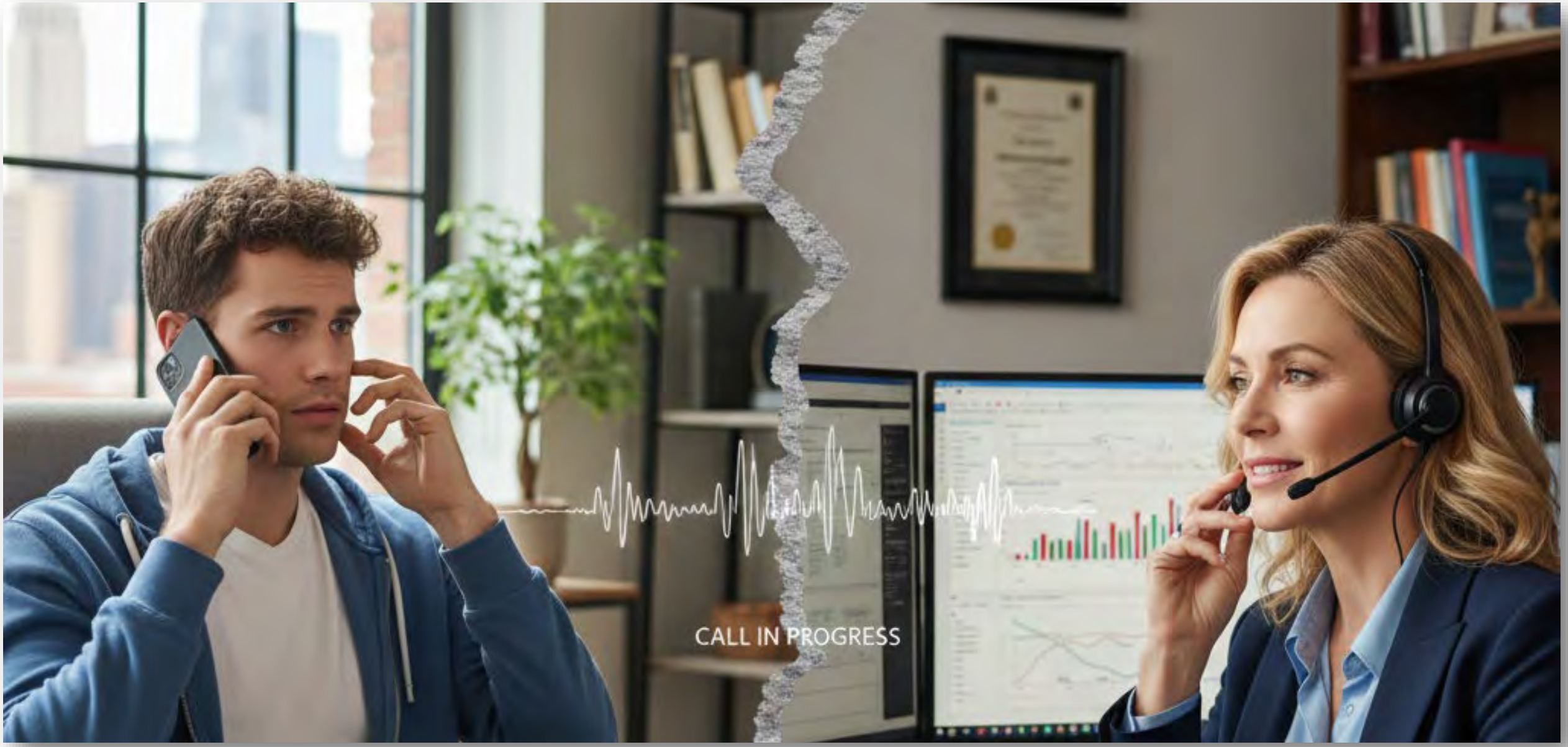
VibePlan

Prospect

VibePlan



VibePlan



Client Intake Invite

Dear John,

Dave Faulkner has invited you to complete your client questionnaire. This questionnaire will help your advisor better understand your financial needs and goals, guiding you towards achieving your financial objectives.

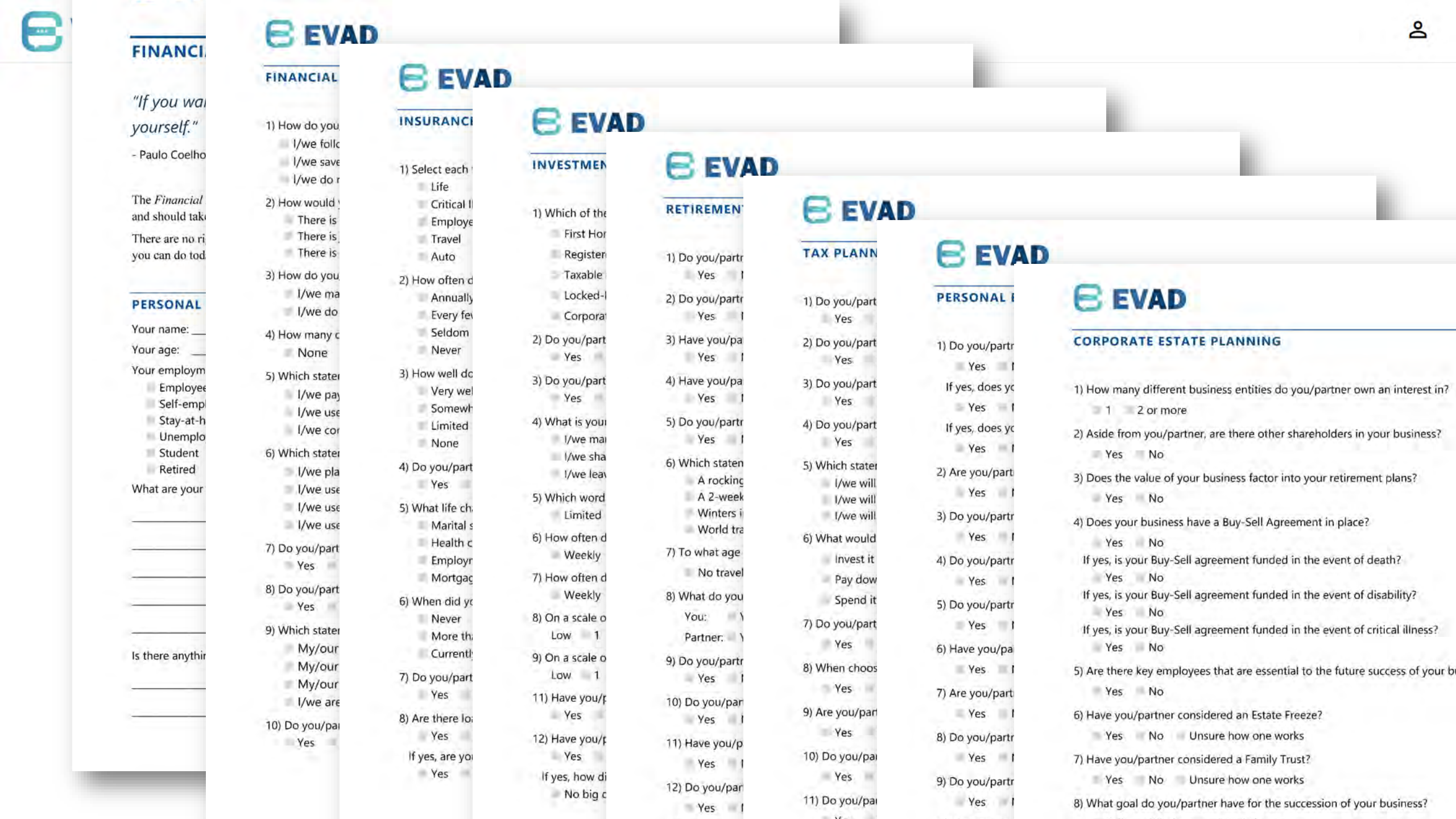
Please log in using the information below:

Login to the VibePlan.ca Client Questionnaire

Temporary password: h26Fc$B#@

If you have any questions or require any assistance, please contact your advisor directly.

VibePlan Support Team



FINANCI

"If you wa
yourself."

- Paulo Coelho

The *Financial*
and should tak

There are no ri
you can do tod

PERSONAL

Your name: ___

Your age: ___

Your employm
Employee
Self-empl
Stay-at-h
Unemplo
Student
Retired

What are your

Is there anythir

EVAD

FINANCIAL

1) How do you
I/we follo
I/we save
I/we do r

2) How would
There is
There is
There is

3) How do you
I/we ma
I/we do

4) How many c
None

5) Which stater
I/we pay
I/we use
I/we cor

6) Which stater
I/we pla
I/we use
I/we use
I/we use

7) Do you/part
Yes

8) Do you/part
Yes

9) Which stater
My/our
My/our
My/our
I/we are

10) Do you/pa
Yes

EVAD

INSURANCE

1) Select each
Life
Critical I
Employe
Travel
Auto

2) How often d
Annually
Every fe
Seldom
Never

3) How well do
Very wel
Somewh
Limited
None

4) Do you/part
Yes

5) What life ch
Marital s
Health c
Employr
Mortgag

6) When did yo
Never
More th
Currentl

7) Do you/part
Yes

8) Are there lo
Yes

If yes, are yo
Yes

EVAD

INVESTMEN

1) Which of the
First Hor
Register
Taxable
Locked-I
Corporat

2) Do you/part
Yes

3) Do you/part
Yes

4) What is your
I/we ma
I/we sha
I/we leav

5) Which word
Limited

6) How often d
Weekly

7) How often d
Weekly

8) On a scale o
Low 1

9) On a scale o
Low 1

11) Have you/p
Yes

12) Have you/p
Yes

If yes, how di
No big c

EVAD

RETIREMEN

1) Do you/partn
Yes

2) Do you/partn
Yes

3) Have you/pa
Yes

4) Have you/pa
Yes

5) Do you/partn
Yes

6) Which staten
A rocking
A 2-week
Winters i
World tra

7) To what age
No travel

8) What do you
You:
Partner:

9) Do you/partn
Yes

10) Do you/part
Yes

11) Have you/p
Yes

12) Do you/part
Yes

EVAD

TAX PLANN

1) Do you/part
Yes

2) Do you/part
Yes

3) Do you/part
Yes

4) Do you/part
Yes

5) Which stater
I/we will
I/we will
I/we will

6) What would
Invest it
Pay dow
Spend it

7) Do you/part
Yes

8) When choos
Yes

9) Are you/part
Yes

10) Do you/pa
Yes

11) Do you/pa
Yes

EVAD

PERSONAL E

1) Do you/partn
Yes

If yes, does yo
Yes

If yes, does yo
Yes

2) Are you/part
Yes

3) Do you/partn
Yes

4) Do you/partn
Yes

5) Do you/partn
Yes

6) Have you/pa
Yes

7) Are you/part
Yes

8) Do you/partn
Yes

9) Do you/partn
Yes

EVAD

CORPORATE ESTATE PLANNING

1) How many different business entities do you/partner own an interest in?
1 2 or more

2) Aside from you/partner, are there other shareholders in your business?
Yes No

3) Does the value of your business factor into your retirement plans?
Yes No

4) Does your business have a Buy-Sell Agreement in place?
Yes No

If yes, is your Buy-Sell agreement funded in the event of death?
Yes No

If yes, is your Buy-Sell agreement funded in the event of disability?
Yes No

If yes, is your Buy-Sell agreement funded in the event of critical illness?
Yes No

5) Are there key employees that are essential to the future success of your b
Yes No

6) Have you/partner considered an Estate Freeze?
Yes No Unsure how one works

7) Have you/partner considered a Family Trust?
Yes No Unsure how one works

8) What goal do you/partner have for the succession of your business?

VibePlan

Profile

Completed Survey

Hi Dave,

Your Client Intake Questionnaire has been completed for the following client. You can now login to VibePlan.ca and begin working with this client file.
Please log in using the information below:

Client Name: John Smith

Client Email: john_smith@gmail.com

If you have any questions or need assistance, please contact our support team at support@vibeplan.ca.

VibePlan Support Team

vacation property. These are ambitious but achievable goals with proper planning.

You already have a few strong foundations, like Mary's pension and your existing savings accounts, but there are areas where building structure will make your path forward clearer. With a shareholder agreement, appropriate insurance protection, and strategies in place for saving, investing, and estate planning, you can balance your short-term needs with long-term growth. Together, we can create a financial roadmap that supports both your family and the business you're building.

Strengths

- Strong entrepreneurial drive shown by starting and growing Fire Protection Systems Inc.
- Mary's steady income and pension plan provide household stability.
- Ownership of RRSP and TFSA accounts, providing tax-advantaged growth opportunities.
- Ambitious financial goals that help define the planning path.
- Commitment to funding a shareholder agreement and protecting the business.

Weaknesses

- Cash flow is tight and not formally tracked, leading to reliance on credit.
- High reliance on line of credit with $150,000 outstanding business-related debt.
- Lacks an emergency fund, leaving household vulnerable to unexpected expenses.
- Insurance coverage is limited and described as inadequate for current needs.
- No up-to-date Will, Power of Attorney, or Health Care Directive in place.

Opportunities

- Implement a cost-effective insurance solution to fund a buy-sell agreement.
- Introduce structured budgeting and debt repayment strategies to free up cash flow.
- Open a Registered Education Savings Plan (RESP) to begin funding children's education with government grants.
- Expand use of RRSPs and TFSAs to build a retirement income plan and support the goal of retiring at age 60.
- Develop estate and corporate succession plans, including Wills, shareholder agreement, and potential family trust or estate

Threats

- Business growth is dependent on both John and Sam, without a clear succession plan if one were to pass away or become disabled.
- Family's financial stability is heavily exposed to current debt and reliance on credit.
- Unexpected health issues for Mary or John could jeopardize financial progress without adequate protection.
- Lack of retirement income planning may leave a gap between expectations and reality.
- Absence of estate planning documents risks complications if

VibePlan

Home

Clients

Advisor Tools

CLIENT SETUP

Client Data

Intake Data

Client Tools

CLIENT ANALYSIS

Summary

Top Priorities

Recommendations

Financial Documents

John Smith

John_smith@gmail.com

Disable Client Portal

Current Analysis Active Oct 01, 2025

View Archived (0)

Top Priorities

+ Add Priority

- Establish a shareholder agreement and buy-sell plan with insurance funding.
- Improve cash flow management by creating a budget and reducing reliance on debt.
- Build savings for children's education through RESPs.
- Develop a structured retirement savings plan to support retirement at age 60.
- Update personal estate documents including Will, Power of Attorney, and Health Care Directive.

VibePlan

CLIENT ANALYSIS

- Summary
- Top Priorities
- Recommendations
- Financial Documents

✓ Accept ✕ Reject

Create a monthly budget to track cash flow, prioritize debt repayment, and gradually build an emergency fund.

Pending

✓ Accept ✕ Reject

Open and contribute to Registered Education Savings Plans for the children to take advantage of government grants for education.

Pending

✓ Accept ✕ Reject

Strengthen long-term retirement planning through use of RRSPs, TFSAs, and investment reviews to align goals with risk tolerance and inflation protection.

Pending

✓ Accept ✕ Reject

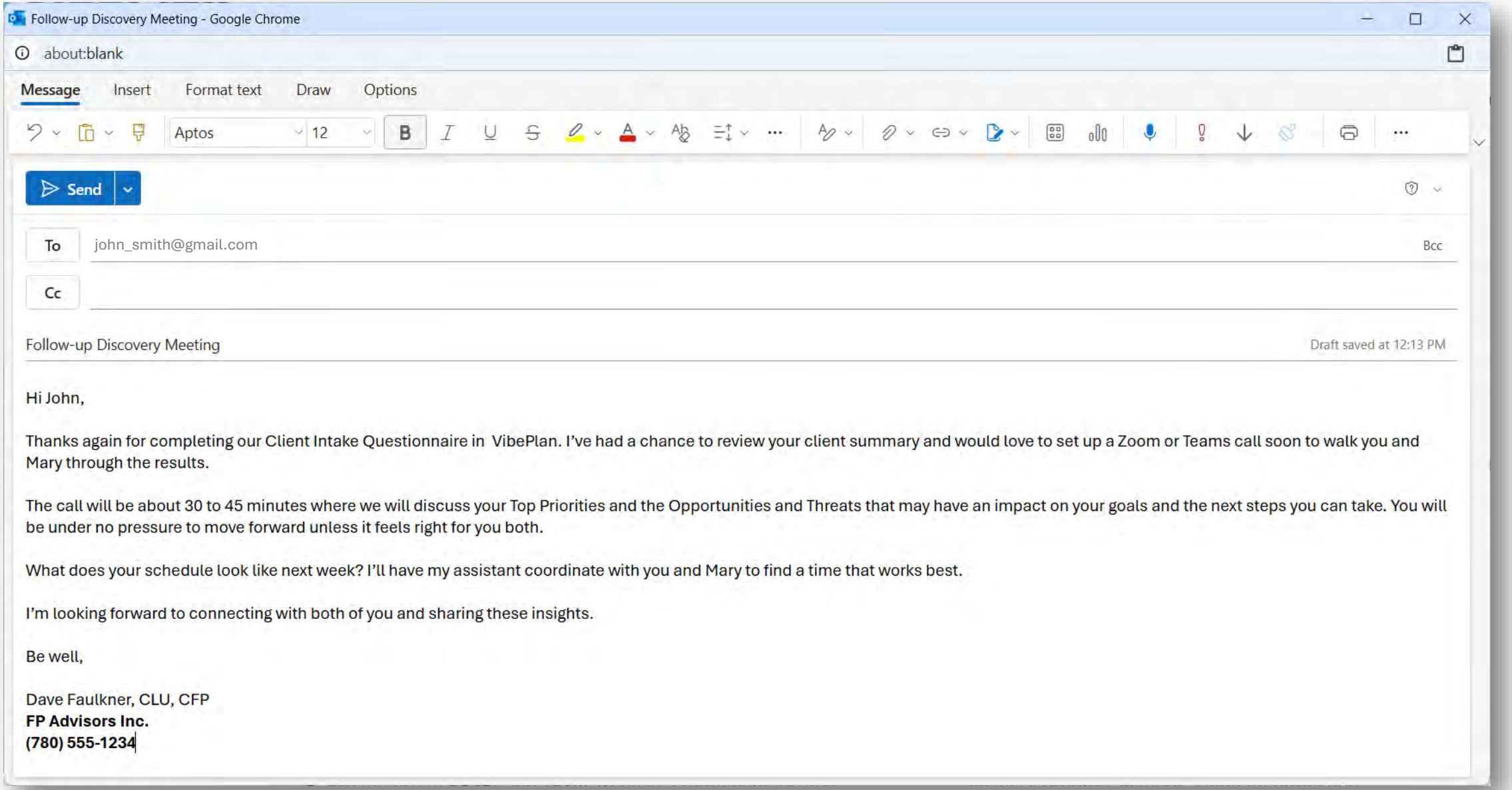
Update legal documents including Wills, Powers of Attorney, and a Health Care Directive to ensure your family and business interests are protected.

Pending

✓ Accept ✕ Reject

VibePlan

Discovery


Follow-up Discovery Meeting - Google Chrome
about:blank
Message
Insert
Format text
Draw
Options
Aptos
12
Send
To
john_smith@gmail.com
Bcc
Cc
Follow-up Discovery Meeting
Draft saved at 12:13 PM
Hi John,
Thanks again for completing our Client Intake Questionnaire in VibePlan. I've had a chance to review your client summary and would love to set up a Zoom or Teams call soon to walk you and Mary through the results.
The call will be about 30 to 45 minutes where we will discuss your Top Priorities and the Opportunities and Threats that may have an impact on your goals and the next steps you can take. You will be under no pressure to move forward unless it feels right for you both.
What does your schedule look like next week? I'll have my assistant coordinate with you and Mary to find a time that works best.
I'm looking forward to connecting with both of you and sharing these insights.
Be well,
Dave Faulkner, CLU, CFP
FP Advisors Inc.
(780) 555-1234

VibePlan

Home

Clients

Advisor Tools

CLIENT SETUP

Client Data

Intake Data

Client Tools

CLIENT ANALYSIS

Summary

Top Priorities

Recommendations

Documents

John Smith

John_smith@gmail.com

First Name: John

Last Name: Smith

Email Address: John_smith@gmail.com

Client since: mm/dd/yyyy

Phone Number: (780) 555 5627

Cell phone:

Progress: Reviewed

Status: Active

Note:

Refer a Friend: Enabled

View Client Portal

Client Portal

Enable Client Portal

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner
7805551234
FP Advisors Inc.
dfaulkner@vibeplan.ca

Welcome, John Smith

John_smith@gmail.com

Current Analysis **Active** Oct 01, 2025 View Archived (0)

Advisor Recommendations

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner
7805551234
FP Advisors Inc.
dfaulkner@vibeplan.ca



Financial Coach

Your personal AI-powered Financial Coach.

▷ Launch Tool

VibePlan

Decision



3.5 Conflict of Interest

We take the potential of a conflict of interest seriously. We will notify you if there is a conflict of interest of which we become aware, in regards to our recommendations to you. Our overall recommendations will be based on our analysis of your financial and risk management needs.

3.6 More information

Should you require additional information about our qualifications or the nature of our business relationships, we would be pleased to assist you. Our contact information can be found on page 1 of this document.

Section 4 – Artificial Intelligence

4.1 Use of Artificial Intelligence

As part of our commitment to providing you with the most accurate, efficient, and personalized financial advice, we utilize advanced Artificial Intelligence (AI) systems. These systems assist in analyzing financial data and generating advisory recommendations. We believe that incorporating AI enhances our ability to serve your financial needs effectively.

4.2 AI Data Privacy & Consent

The AI systems may process your personal and financial information to generate insights and recommendations aiming to optimize our financial advice. At all times your data will be handled in compliance with the Personal Information Protection and Electronic Documents Act (PIPEDA).

4.3 Ethical Use and Accountability

The AI systems are regularly audited to ensure fairness, accuracy, and the absence of bias. While AI contributes to the generation of financial advice, the final responsibility for the recommendations provided remains with your financial advisor.

Section 5 – Notes

While working with FP Advisors, you will have access to the VibePlan client portal giving you a clear, simplified view of your financial plan, real-time updates, and the confidence to make informed decisions at every stage of life.

Analysis

FINANCIAL PLANNING SCOPE & DATA COLLECTION

SINGLE-NEED PLANNING → COMPREHENSIVE PLANNING

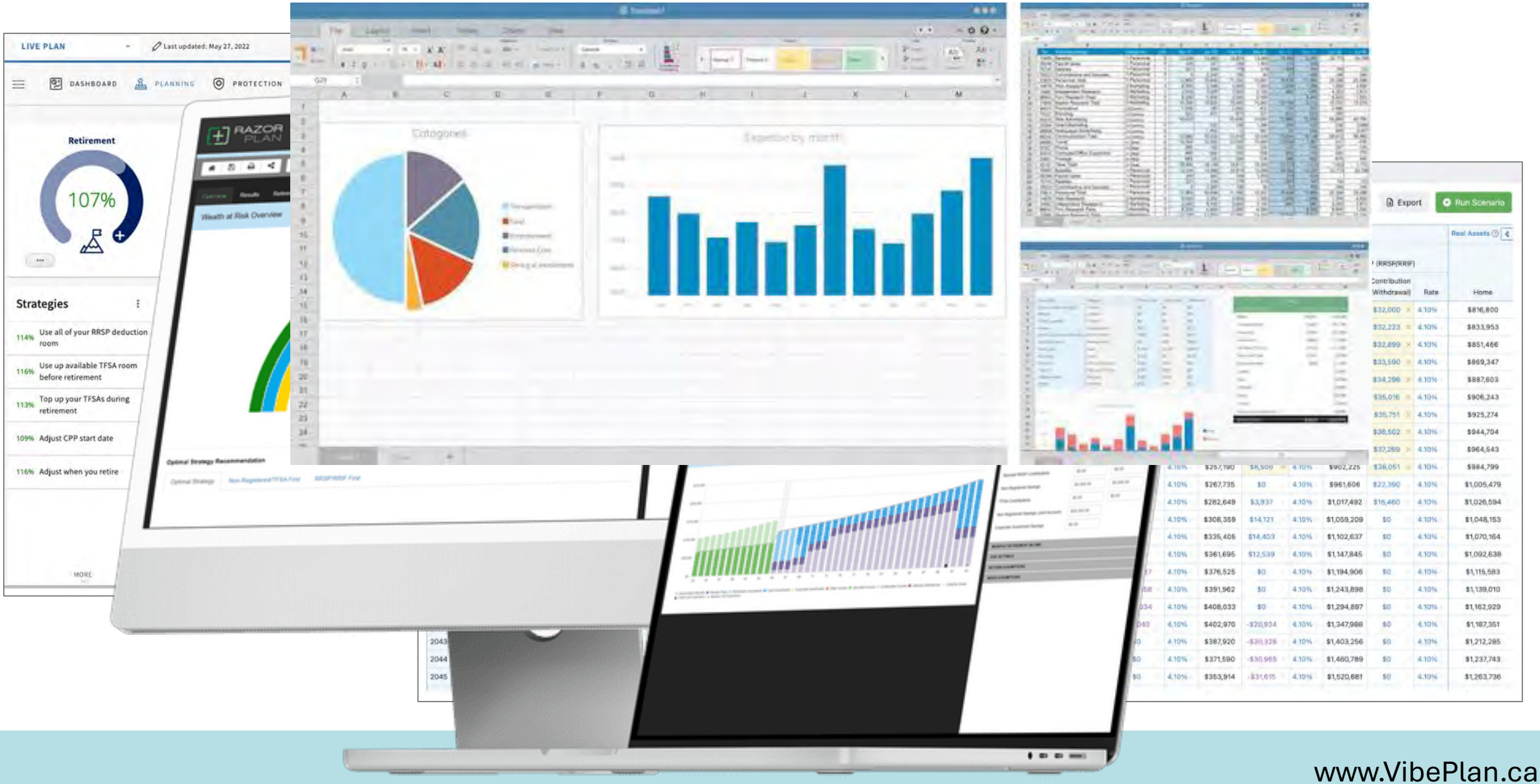


QUANTITATIVE DATA

COLLECTION FROM CLIENT

- Income & Expenses
- Assets & Liablities
- Investments & Accounts
- Goals & Timelines

VibePlan



www.VibePlan.ca

- Often preferred when ownership is 50/50 and the corporation is profitable.

👉 Given John and Sam's business is incorporated and expected to grow, **corporate-owned insurance** may be the cleaner, long-term solution — and it provides some cost savings versus cross-purchase.

Step 6: Other Factors

- **Health status**: John is a non-smoker (quit over a year ago, should eventually qualify as non-smoker rate). Sam's health status needs to be considered. Premiums and insurability could vary.
- **Mary's coverage**: Not directly relevant to buy-sell, but John's personal planning should also address income replacement for his family since business equity won't be guaranteed until sale proceeds are received.

Recommended Needs Analysis (Summary)

- **Immediate Coverage Required**:
  - Each shareholder needs **life insurance equal to at least $1 million each**, ideally $1.5M to account for projected growth.
- **Policy Type**:
  - **Term 10 or Term 20**, renewable and convertible, to manage cost.
- **Ownership Structure**:
  - **Corporate-owned buy-sell funding** recommended (via CDA mechanism).
- **Next Steps**:
  - Review affordability (determine Term 10 vs Term 20).
  - Confirm Sam's health/insurability.
  - Build into Shareholders Agreement with lawyer.
  - Schedule **periodic insurance coverage reviews** (every 3–5 years) to align with business valuation growth.

👉 Dave, with this analysis, you can frame the conversation with John by showing that **insurance is the only practical way to secure liquidity for the buy-sell**, and that even modest Term coverage will protect both shareholders without straining cash flow.

Ask anything.

Analyze

Recommend

VibePlan

CLIENT SETUP

- Client Data
- Intake Data
- Client Tools

CLIENT ANALYSIS

- Summary
- Top Priorities
- Recommendations
- Financial Documents

Advisor Recommendations

+ Add Recommendation

Purchase $1.5 Million of Term-10 life insurance on John and Sam owned by your corporation.

Notes:A copy of your company's Articles of Incorporation will need to be submitted with the application.

Accepted

Sep 30, 2025

X Reject | Mark Implemented

Add a $100,000 Critical Illness rider for additional Key-Person protection.

Accepted

Sep 30, 2025

X Reject | Mark Implemented

Update legal documents including Wills, Powers of Attorney, and a Health Care Directive to ensure your family and business interests are protected.

Related Links:

https://try.willful.co/mywealthrecords

Accepted | Implemented

Sep 30, 2025 Sep 30, 2025

X Reject | Mark Not Implemented

Open and contribute to Registered Education Savings Plans for the children to take advantage of government grants for education

By implementing these recommendations, your Buy-Sell Agreement will be fully funded for at least the next five years. This provides you with the peace of mind that your families and your business are financially secure, no matter what challenges may arise.

Select the Insurance Terms to included in the Appendix. *

- [x] Term Life
- [ ] Universal Life
- [ ] Whole Life
- [x] Critical Illness
- [ ] Disability Income
- [ ] Long-Term Care
- [ ] Group Insurance
- [ ] Mortgage Insurance

Select the Insurance Concepts to included in the Appendix. *

- [x] Underwriting
- [x] Conversion
- [ ] Joint Last to Die
- [ ] RRIF Insurance
- [ ] Cottage Insurance
- [ ] Estate Bond
- [ ] Insured Retirement Plan
- [ ] Infinite Banking

Next

By implementing these recommendations, your Buy-Sell Agreement will be fully funded for at least the next five years. This provides you with the peace of mind that your families and your business are financially secure, no matter what challenges may arise. With this foundation in place, you'll be able to focus fully on building Fire Protection Systems Inc. and achieving your long-term goals, such as expanding your business, saving for retirement, and eventually purchasing that vacation property.

Appendix

Term Life:
Term Life Insurance is a type of life insurance policy that provides coverage for a specific period or 'term' (e.g., 10, 20, 30 years). If the policyholder dies within this term, the insurance pays a death benefit to the beneficiaries. It's typically the most straightforward and affordable type of life insurance, offering protection without an investment component, like in whole or universal life policies. The premiums are fixed for the duration of the term but will increase significantly upon renewal. Term life is often chosen for its simplicity and for providing financial security to dependents during key years (e.g., while raising a family or paying off a mortgage).

Critical Illness:
Critical Illness Insurance is a type of insurance policy that provides a lump-sum payment if the policyholder is diagnosed with one of the specific illnesses listed in the policy, such as cancer, heart attack, or stroke. This coverage is designed to help alleviate the financial burden associated with serious illnesses, covering costs not typically covered by health insurance, like lost income, out-of-pocket medical expenses, or paying for specialized treatments. The benefit can be used at the policyholder's discretion. Critical Illness Insurance is often chosen for its ability to provide financial security and peace of mind during challenging times of health crises.

Underwriting:
Underwriting in insurance is the process of evaluating the risk of insuring a person or entity. This involves assessing factors like health, lifestyle, occupation, and financial status to determine the likelihood of a claim. Based on this evaluation, insurers decide whether to provide coverage, set premiums, and establish policy terms. It's a crucial step in managing the insurer's risk, ensuring they can cover future claims while offering fair premiums to policyholders.

Conversion:
Conversion in insurance refers to the ability to change one type of policy to another without undergoing further medical underwriting. Commonly seen

Ask anything.
Analyze

VibePlan

Home

Clients

Advisor Tools

CLIENT SETUP

Client Data

Intake Data

Client Tools

CLIENT ANALYSIS

Summary

Top Priorities

Recommendations

Financial Documents

John Smith

John_smith@gmail.com

+ Add Document

Financial Documents

Document Name	Note		
Disclosure & Engagement			
Corporate Insurance Needs Analysis			
Reason Why Letter			

VibePlan

Close

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner

7805551234

FP Advisors Inc.

dfaulkner@vibeplan.ca

Welcome, John Smith

John_smith@gmail.com

Current Analysis **Active** Oct 01, 2025 View Archived (0)

John, you and Mary are working hard to build both your business and family security. You've accomplished a great deal by starting Fire Protection Systems Inc. and providing stability for your household, while raising two children who will be heading toward post-secondary education in the coming years. Your goal of building a strong future includes protecting your business, preparing for retirement, paying off debt, and owning a vacation property. These are ambitious but achievable goals with proper planning.

You already have a few strong foundations, like Mary's pension and your existing savings accounts, but there are areas where building structure will make your path forward clearer. With a shareholder agreement, appropriate insurance protection, and strategies in place for saving, investing, and estate planning, you can balance your short-term needs with long-term growth. Together, we can create a financial roadmap that supports both your family and the business you're building.

Strengths

- Strong entrepreneurial drive shown by starting and growing Fire Protection Systems Inc.
- Mary's steady income and pension plan provide household stability.
- Ownership of RRSP and TFSA accounts, providing tax-advantaged growth opportunities.
- Ambitious financial goals that help define the planning path.
- Commitment to funding a shareholder agreement and protecting the business.

Weaknesses

- Cash flow is tight and not formally tracked, leading to reliance on credit.
- High reliance on line of credit with $150,000 outstanding business-related debt.
- Lacks an emergency fund, leaving household vulnerable to unexpected expenses.
- Insurance coverage is limited and described as inadequate for current needs.
- No up-to-date Will, Power of Attorney, or Health Care Directive in place.

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner
7805551234
FP Advisors Inc.
dfaulkner@vibeplan.ca

Welcome, John Smith

John_smith@gmail.com

Current Analysis **Active** Oct 01, 2025 View Archived (0)

Top Priorities

- Establish a shareholder agreement and buy-sell plan with insurance funding.
- Improve cash flow management by creating a budget and reducing reliance on debt.
- Build savings for children's education through RESPs.
- Develop a structured retirement savings plan to support retirement at age 60.
- Update personal estate documents including Will, Power of Attorney, and Health Care Directive.

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner
7805551234
FP Advisors Inc.
dfaulkner@vibeplan.ca

Welcome, John Smith

John_smith@gmail.com

Current Analysis **Active** Oct 01, 2025 | View Archived (0)

Advisor Recommendations

Purchase $1.5 Million of Term-10 life insurance on John and Sam owned by your corporation.

Notes:A copy of your company's Articles of Incorporation will need to be submitted with the application.

Accepted

Sep 30, 2025

Add a $100,000 Critical Illness rider for additional Key-Person protection.

Accepted

Sep 30, 2025

Update legal documents including Wills, Powers of Attorney, and a Health Care Directive to ensure your family and business interests are protected.

Related Links:
https://try.willful.co/mywealthrecords

Accepted Implemented

Sep 30, 2025, Sep 30, 2025

VibePlan

- Summary
- Top Priorities
- Recommendations
- Financial Documents
- Intake Data
- Financial Tools

ADVISOR

Dave Faulkner
7805551234
FP Advisors Inc.
dfaulkner@vibeplan.ca

Welcome, John Smith

John_smith@gmail.com

Financial Documents

Document Name	Note		
Disclosure & Engagement			
Corporate Insurance Needs Analysis			
Reason Why Letter			



VibePlan

Implement

VibePlan

Home

Clients

Advisor Tools

CLIENT SETUP

Client Data

Intake Data

Client Tools

CLIENT ANALYSIS

Summary

Top Priorities

Recommendations

Documents

John Smith

John_smith@gmail.com

First Name: John

Last Name: Smith

Email Address: John_smith@gmail.com

Client since: mm/dd/yyyy

Phone Number: (780) 555 5627

Cell phone:

Progress: Reviewed

Status: Active

Note:

Refer a Friend: Enabled

View Client Portal

Client Portal

Enable Client Portal

Client Portal Invite

Dear John,

Dave Faulkner has activated your client portal. This portal will allow you to review your client questionnaire and interact with the Financial Coach. These tools will help you and your advisor interact more efficiently.

Please log in using the information below:

Login to the VibePlan.ca Client Portal

Temporary password: D8@%4#D

If you have any questions or require any assistance, please contact your advisor directly.

VibePlan Support Team

Financial Advice for All of Your Clients

VibePlan isn't a conventional, math-centric financial planning platform. It is designed to help you gain a deeper understanding of your clients' needs and priorities, enabling you to deliver truly personalized recommendations.

7-DAY FREE TRIAL REQUEST A DEMO



View our Getting Started guide.

Explore Client Needs Beyond the Numbers

Interactive Client Profiles

Securely capture your clients' values, goals, and life events while ensuring privacy and compliance.

Meaningful Client Insights

Gather values-based data to deepen understanding and deliver personalized, holistic financial plans beyond just numbers.

AI Productivity Tools

Streamline practice management and client engagement with easy-to-use tools that save time and enhance your advisory focus.

VibePlan

Choose a plan that fits

Whether you're just starting or are looking to scale your practice, we have a plan that meets your needs.

Standard

$35/month or $375/year

✓ **Up To 50 Client Files**

✓ **No Client Portals**

Ideal for individual financial advisors or small advisory firms looking to manage a moderate number of client files. With up to 50 client files, you can focus on delivering personalized service to your core client relationships.

Professional

$85/month or $895/year

✓ **Up To 150 Client Files**

✓ **Includes 75 Client Portals**

Perfect for expanding financial advisory practices that need to accommodate a growing client base. This option enables you to scale your services and accommodate a broader client profile segment.

Elite

$145/month or $1,495/year

✓ **Up To 300 Client Files** *

✓ **Includes 150 Client Portals** *

Designed for established financial advisory firms managing a large number of client relationships. This plan allows you to engage with your entire client base, uncovering needs and opportunities that may have been overlooked.

* Looking for additional access or multiple licenses? Contact us →

VibePlan

Key Takeaways

- **Never share PII** with Public-Access AI
- **R.I.C.E** – Role, Instruct, Context, Expectation
- **Perplexity** for Information & Search
- **ChatGPT** for Research & Content
- **Gemini NotebookLM** for Documents & Summaries
- **VibePlan Client** for Engagement & Discovery
- **VibePlan Advisor** for Sales & Compliance

VibePlan

PRACTICAL TOOLS FOR FINANCIAL ADVISORS

Feature	VibePlan	Perplexity	Chat GPT	Notebook LM
Chatbot functionality	Yes	Yes	Yes	Yes
Data processing and analysis	Yes	Yes	Yes	Yes
Search and information retrieval	Yes	Yes	Yes	Yes
Content generation	Yes	Yes	Yes	Yes
Research and learning	Yes	Yes	Yes	Yes
Personalization and customization	Yes	Yes	Yes	Yes
Automated workflows	Yes	Yes	Yes	Yes
Sales and marketing support	Yes	Yes	Yes	Yes
Website and document scanning	Yes	Yes	Yes	Yes
Pre-defined or custom workflows	Yes	Yes	Yes	Yes
Image creation	**No**	Yes	Yes	Yes (Gemini)
Data is never used for training	Yes	**No**	**No**	**No**
Financial planning advice	Yes	Yes	Yes	Yes
Client portal and living plan	Yes	**No**	**No**	**No**
Client onboarding and profile	Yes	**No**	**No**	**No**
Top Priorities tracking	Yes	**No**	**No**	**No**
Recommendations tracking	Yes	**No**	**No**	**No**
Compliance and financial document vault	Yes	**No**	**No**	**No**
Free subscription	7 - 30 Day Trial	Yes	Yes	Yes
Standard subscription	$35.00/m CAD	$20.00/m USD	$20.00/m USD	$26.99/m CAD
Professional subscription	$85.00/m CAD	$40.00/m USD	$25.00/m USD	n/a
Elite subscription	$145.00/m CAD	$200.00/m USD	$200.00/m USD	$339.99/m CAD

VibePlan

Question?







Sign up for the VibePlan Newsletter to WIN